

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-5 - COMMISSION EXPENSES

For the quarter ended September 30, 2017

(₹ '000)

Particulars	Participating			Non Participating					Unit Linked			Grand Total
	Life	Pension	Variable Insurance	Life	Pension	Annuity	Health	Variable Insurance	Life	Pension	Group	
Commission												
Direct - First year premiums	7,63,983	23,833	68,915	82,742	-	-	1,415	19	7,34,108	1,06,131	-	17,81,147
- Renewal premiums	3,78,104	7,461	26,574	1,12,310	782	-	13	-	2,82,222	34,024	-	8,41,490
- Single premiums	315	882	-	15,140	-9	5,168	-	2,765	27,186	9	34	51,491
Total	11,42,402	32,176	95,489	2,10,192	773	5,168	1,428	2,784	10,43,516	1,40,164	34	26,74,127
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	11,42,402	32,176	95,489	2,10,192	773	5,168	1,428	2,784	10,43,516	1,40,164	34	26,74,127
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	5,68,304	2,302	3,747	23,313	599	2,145	1,084	552	3,44,859	40,363	34	9,87,301
Brokers	3,604	14	10	3,122	6	-	2	19	395	71	-	7,243
Corporate agency	20,483	4	54	1,025	-	6	2	-	2,124	983	-	24,680
Bancassurance	5,49,820	29,856	91,678	1,82,731	169	3,018	340	2,194	6,96,139	98,746	-	16,54,690
Micro Insurance Agent	-	-	-	2	-	-	-	-	-	-	-	2
CSC	-	-	-	-	-	-	-	19	-	-	-	19
IMF	192	-	-	-	-	-	-	-	-	-	-	192
Total	11,42,402	32,176	95,489	2,10,192	773	5,168	1,428	2,784	10,43,516	1,40,164	34	26,74,127

For the period ended September 30, 2017

(₹ '000)

Particulars	Participating			Non Participating					Unit Linked			Grand Total
	Life	Pension	Variable Insurance	Life	Pension	Annuity	Health	Variable Insurance	Life	Pension	Group	
Commission												
Direct - First year premiums	12,05,218	30,238	92,609	1,43,657	-1	1	1,415	39	12,26,002	1,61,408	-	28,60,587
- Renewal premiums	6,36,409	10,931	46,185	1,98,533	1,527	-	25	-	4,35,436	51,825	-	13,80,871
- Single premiums	461	966	-	23,325	-9	7,893	-	6,345	44,889	16	113	83,999
Total	18,42,088	42,135	1,38,794	3,65,515	1,517	7,894	1,440	6,385	17,06,326	2,13,249	113	43,25,457
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	18,42,088	42,135	1,38,794	3,65,515	1,517	7,894	1,440	6,385	17,06,326	2,13,249	113	43,25,457
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	9,86,980	3,590	7,708	40,787	1,190	2,952	1,093	1,960	5,77,625	63,627	34	16,87,547
Brokers	7,074	19	21	7,733	19	-	2	379	773	119	3	16,142
Corporate agency	37,849	8	83	1,528	-	10	1	177	3,167	1,014	-	43,837
Bancassurance	8,09,913	38,517	1,30,982	3,15,465	308	4,932	344	3,829	11,24,761	1,48,489	76	25,77,616
Micro Insurance Agent	-	-	-	2	-	-	-	-	-	-	-	2
CSC	-	-	-	-	-	-	-	39	-	-	-	39
IMF	274	-	-	-	-	-	-	-	-	-	-	274
Total	18,42,088	42,135	1,38,794	3,65,515	1,517	7,894	1,440	6,385	17,06,326	2,13,249	113	43,25,457

SBI LIFE INSURANCE COMPANY LIMITED
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L-5 - COMMISSION EXPENSES

For the quarter ended September 30, 2016

(₹ '000)

Particulars	Participating			Non Participating					Unit Linked			Grand Total
	Life	Pension	Variable Insurance	Life	Pension	Annuity	Health	Variable Insurance	Life	Pension	Group	
Commission												
Direct - First year premiums	4,46,566	3,928	15,310	1,06,883	-	-	-	36	5,62,094	50,083	-	11,84,899
- Renewal premiums	2,94,852	6,174	20,944	93,427	1,034	-	19	-	1,21,486	15,517	-	5,53,452
- Single premiums	104	104	-	2,419	-	4,027	-	1,502	19,231	3	15	27,406
Total	7,41,521	10,206	36,255	2,02,730	1,034	4,027	19	1,538	7,02,811	65,603	15	17,65,758
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	7,41,521	10,206	36,255	2,02,730	1,034	4,027	19	1,538	7,02,811	65,603	15	17,65,758
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,38,336	1,186	4,195	18,662	697	1,581	14	55	2,42,443	24,604	9	7,31,782
Brokers	4,500	9	8	919	7	-	1	3	421	57	-	5,924
Corporate agency	14,462	3	57	496	-	16	-	-	674	54	-	15,762
Bancassurance	2,84,223	9,009	31,995	1,82,652	330	2,431	4	1,443	4,59,273	40,888	6	10,12,253
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	36	-	-	-	36
Total	7,41,521	10,206	36,255	2,02,730	1,034	4,027	19	1,538	7,02,811	65,603	15	17,65,758

For the period ended September 30, 2016

(₹ '000)

Particulars	Participating			Non Participating					Unit Linked			Grand Total
	Life	Pension	Variable Insurance	Life	Pension	Annuity	Health	Variable Insurance	Life	Pension	Group	
Commission												
Direct - First year premiums	8,07,394	6,860	27,640	1,75,179	-	-	-	67	8,59,545	75,201	-	19,51,881
- Renewal premiums	4,66,661	8,755	36,768	1,59,988	1,946	-	29	-	1,96,804	23,530	-	8,94,481
- Single premiums	273	143	-	4,934	-	7,459	-	3,754	34,116	6	18	50,703
Total	12,74,328	15,758	64,408	3,40,101	1,946	7,459	23	3,821	10,90,466	98,737	18	28,97,065
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	12,74,328	15,758	64,408	3,40,101	1,946	7,459	23	3,821	10,90,466	98,737	18	28,97,065
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	7,60,891	2,035	8,381	36,638	1,352	2,951	22	474	3,75,426	37,309	9	12,25,489
Brokers	9,197	14	16	2,608	20	-8	1	64	848	105	-	12,865
Corporate agency	25,152	5	99	553	-	50	-	174	1,165	109	-	27,309
Bancassurance	4,79,088	13,705	55,912	3,00,301	573	4,466	-	3,042	7,13,026	61,214	9	16,31,334
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	67	-	-	-	67
Total	12,74,328	15,758	64,408	3,40,101	1,946	7,459	23	3,821	10,90,466	98,737	18	28,97,065